

Legislative Budget Analysis
Proposed FY 2024 Operating and Capital Budgets
Office of the County Auditor
Baltimore County, Maryland
HEARING DATE: May 3, 2023



Department of Economic and Workforce Development

Director: Dr. Jennifer Lynch

Budget Office Analyst: John O'Neill

Legislative Analyst: Rayven Vinson

Questions to Department Sent	Wednesday, April 19
Responses Received	Wednesday, April 26
Analysis considers all agency responses.	

BALTIMORE COUNTY
FISCAL YEAR 2024 BUDGET ANALYSIS
**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

BUDGET SUMMARY				
\$ in Thousands				

	GENERAL	SPECIAL*	TOTAL	% Change Prior Year
PROPOSED CHANGE				
FY 2023 - 2024 Change	\$ 453.7	\$ (9,785.7)	\$ (9,332.0)	-32.3%

BUDGET TRENDS

FY 2022 Actual	\$ 1,431.8	\$ 16,922.0 ⁽¹⁾	\$ 18,353.8	
FY 2023 Approp.	1,938.6	26,958.1 ⁽²⁾	28,896.7	57.4%
FY 2024 Request	2,392.3	17,172.4	19,564.7	-32.3%
FY 2024 Budget Analysis	2,392.3	17,172.4	19,564.7	-32.3%

POTENTIAL REDUCTIONS	TBD	\$ -	TBD
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⁽¹⁾ Reflects audited expenditures \$8.1 million greater than the amount reflected in the Executive's budget documents.

⁽²⁾ Adjusted for four supplemental appropriations totaling \$6.9 million approved by Council.

*** Includes Economic Development Revolving Financing Fund ⁽³⁾ :**

	Estimated Unappropriated Balance at July 1	Funding from Capital Budget (PAYGO)	Other Revenues ⁽⁴⁾	Actual/Est. Expenditures and Encumbrances	Restricted Funds ⁽⁵⁾	Actual/Est. Unappropriated Balance at June 30
FY 2023	\$ 17,480.1	\$ 10,540.6	\$ 11,230.6	\$ (6,341.3)	\$ (7,379.7)	\$ 25,530.3
FY 2024	\$ 14,989.7	\$ -	\$ 690.0	\$ (6,500.0)	(4,562.0)	\$ 4,617.7

⁽³⁾ Source: Exhibit G, Executive's Budget Message; Capital Budget Supporting Detail (as corrected).

⁽⁴⁾ Includes loan repayments, interest, fees, and other program income.

⁽⁵⁾ Includes monies for the Housing Affordability Account and the Housing Modification Account.

PERSONNEL				
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	GENERAL		SPECIAL	
	FULL-TIME	PART-TIME	FULL-TIME	PART-TIME
PROPOSED CHANGE				
FY 2023 - 2024 Change	0	5	(1)	1
BUDGET TRENDS				
FY 2022 Actual	1	17	5	43
FY 2023 Approp.	1	17	3	43
FY 2024 Request	1	22	2	44
FY 2024 Budget Analysis	1	22	2	44
POTENTIAL REDUCTIONS	0	0	0	0

VACANCY DATA

Positions Vacant as of April 27, 2023*	1	5
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* Provided by the Office of Budget and Finance. Vacancy data excludes Special Fund positions, which the Office advised it does not track.

For further information contact: Office of the County Auditor

Phone: (410) 887-3193

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

BUDGET SUMMARY:

The proposed FY 2024 budgets for the Department of Economic and Workforce Development (\$5.1 million) and Workforce Development grants (\$14.5 million) total \$19.6 million, a decrease of \$9.3 million, or 32.3%, from the FY 2023 budget.

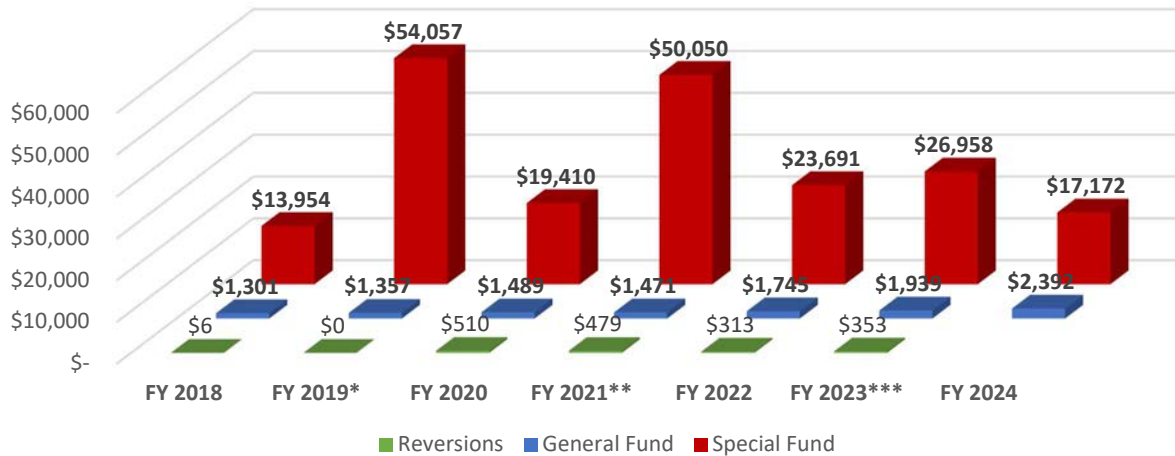
	General Fund	Special Fund	Total
	(\$ in thousands)		
2024 Request	\$ 2,392	\$ 17,173	\$ 19,565
2023 Appropriation	1,938	26,958	28,896
\$ Increase/(Decrease)	\$ 454	\$ (9,785)	\$ (9,331)
% Increase/(Decrease)	23.4%	-36.3%	-32.3%

- **General Fund** – The budget increase is due primarily to personnel costs under both the Economic Development and Workforce Development programs.
- **Special Fund** – The budget decrease is due primarily to the lack of a new infusion of County funds to the Economic Development Financing Fund (following a \$10.5 million infusion in FY 2023) and a one-time \$4.3 million American Rescue Plan ARPA Workforce grant fund appropriation in FY 2023, partially offset by \$6.8 million in first-time funding for the State Blueprint Workforce Career Counseling grant program.
- **Not Shown** – A portion of the Department’s Tourism program Special Fund budget is financed with County contributions appropriated through the General Fund’s Local Share program; the proposed FY 2024 Local Share contribution totals \$1.6 million, an increase of \$286 thousand, or 21.8%. (By law, the County’s funding of the Tourism Program must equal at least 8% of hotel/motel tax collections, which are estimated to total \$11.5 million for FY 2024.)

See Exhibit 1 for a budget history and Exhibit 2 for the distribution of expenditures.

DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052) AND WORKFORCE DEVELOPMENT GRANTS (087)

**Exhibit 1: Total Budget History
(\$ in thousands)**



* FY 2019 Special Fund - EDRFF contributions for loans to local businesses, largely for the Towson Row development project

** FY 2021 Special Fund - Baltimore County COVID-19 Emergency Response Funds

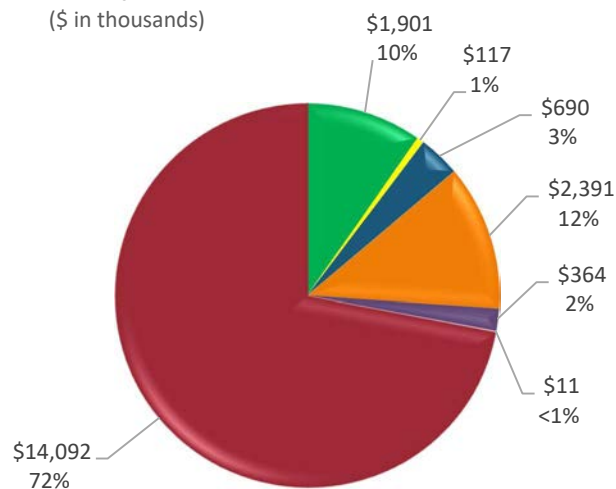
*** FY 2023 General Fund - Reversion is an estimate from the Office of Budget and Finance.

Exhibit 2: Total FY 2024 Budget

\$19,565

(\$ in thousands)

- Economic Development Personnel
- Economic Development Initiatives and Operating Expenses
- Economic Development Revolving Financing Fund
- Economic Development Grant Programs
- Workforce Development Personnel
- Workforce Development Initiatives and Operating Expenses
- Workforce Development Grant Programs



DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052) AND WORKFORCE DEVELOPMENT GRANTS (087)

POTENTIAL BUDGET REDUCTIONS:

For FY 2024, the Department is proposing funding for General Fund initiatives, including:

- Enhanced County funding for the Tourism program (\$286 thousand) through the General Fund Local Share program (see “Not Shown” above, and #7, below);
- Enhanced funding for the not-yet-filled Chief of Operations position (\$113 thousand salary), which was budgeted at \$70 thousand in FY 2023 (see #1, below); and
- Two new Specialist Manager positions (\$189 thousand – see #1, below):
 - One in the Economic Development program to serve as the Boards and Commission Coordinator (\$89 thousand); and
 - One in the Workforce Development program (\$100 thousand).

As of March 31, 2023, the Office of Budget and Finance advised that of the Department's 18 current authorized General Fund positions, there were 6 vacancies, a decrease from 8 vacancies in April 2022; the proposed budget's turnover assumption (\$47 thousand, or 2.3%) reflects increased savings of \$6 thousand (a 0.2 percentage point increase from 2.1%). Current estimated General Fund turnover savings for FY 2023 exceed \$350 thousand, or 20%. In addition to addressing General Fund vacancies during the coming months, the Department is tasked with hiring or contracting to fill dozens of Special Fund positions (Career Counselors, not included in authorized position totals).

To the extent that the Council deems less General Funds than proposed to be necessary for the Department's initiatives and vacant positions, budget reductions would be viable.

OPERATING BUDGET HIGHLIGHTS:

General Fund

1. **Personnel Expenses** totaling \$2.2 million reflect 93% of the General Fund budget and account for the Department's General Fund increase for FY 2024, as follows:

- **6 new positions** (\$436 thousand)

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
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- 4 new positions (including 3 positions being transferred from the Department of Recreation and Parks) for the dedicated Agricultural Office in the Department (\$247 thousand) (see #2)
- 1 new Specialist Manager position to serve as the Boards and Commission Coordinator (\$89 thousand)
- 1 new Specialist Manager position in the Workforce Development program (\$100 thousand)
- **Across-the-board Salary Enhancements** (\$91 thousand)
 - Two 2% COLAs effective July 1, 2023 and January 1, 2024 (\$63 thousand)
 - Fully-funded increments and longevities (\$28 thousand)
- **Other Salary changes** (\$76 thousand)
- **FY 2024 Effect of FY 2023 mid-year COLA** (\$22 thousand)
 - The FY 2023 budget, adopted in May 2022, included a 3% employee COLA (or equivalent wage adjustment), effective in late December 2022; thus, the FY 2023 budget absorbed roughly half the annual cost of this salary enhancement. The remaining portion of the annual cost is realized in FY 2024.
- **Decreased turnover assumption**, from 2.3% to 2.1% (\$6 thousand)
- **Offsetting savings from 1 transfer** (\$84 thousand decrease)
 - 1 Administrative Lead position transferred to the Office of Budget and Finance

The Department should be prepared to discuss the new positions, the reasons for “Other Salary Changes” totaling \$76 thousand, and the basis for the turnover budget in light of current-year turnover savings.

2. New, Dedicated Agricultural Office within the Department (\$247 thousand)

The proposed FY 2024 budget includes \$247 thousand for four positions to establish a dedicated Agricultural Office within the Department to support farming activities at the County's Center for Maryland Agriculture and Farm Park. The Department advised that the staff will work with other departments and the Executive Office to develop a comprehensive agricultural strategy. The staff include:

- a Chief of Operations, who will serve as the Senior Manager for agriculture business

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development (\$113 thousand);

- a Farm Park Manager transferred from the Department of Recreation and Parks (\$51 thousand); and
- two Farm Livestock Specialists transferred from the Department of Recreation and Parks (\$83 thousand).

The Department advised that the roles and functions of the 3 transferred positions will remain the same.

The Department should be prepared to discuss the mission of the Agricultural Office, the initiatives and work in which it will be engaged this year, including any anticipated changes at the Ag Center, and specifics as to why that work will be better fulfilled by this new office rather than under the Department of Recreation and Parks.

Special Fund

3. New State Blueprint Workforce Career Counseling Grant (\$6.8 million)

The proposed FY 2024 Workforce Development budget includes \$6.8 million in new funding for the State Blueprint Workforce Career Counseling program. A part of the State's *Blueprint for Maryland's Future* initiative, which was passed by the 2021 Maryland General Assembly, the funding received will be geared towards enhancing career readiness and training programs for Baltimore County Public Schools (BCPS) students. The Department advised that it will use the majority of the funds to hire or contract 27 career counselors to be deployed to each high school feeder pattern; additional staff will be hired to support the initiative, and software and other tools will be procured. The Department further advised that it will be working in partnership with BCPS and CCBC on the Blueprint project.

The Department should be prepared to discuss this grant and its Blueprint partnerships with other agencies, as well as its plans to hire or contract the career counselors.

**4. Continuation of Workforce Initiatives funded by American Rescue Plan Act (ARPA)
Workforce Grants**

The Department is responsible for overseeing approximately \$4.0 million of a \$4.8 million

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ARPA Workforce grant, Bill 83-21 approved by the Council on October 4, 2021, to serve the sectors and workforce hardest hit by the pandemic. Additionally, on November 7, 2022, the Council approved Bill 70-22, which appropriated ARPA Workforce grant funds totaling approximately \$4.3 million. The Department initially advised that it intended to use the ARPA grant funds to create career pathway training and to provide career services in order to retool the former workers' skill sets to enable them to be competitive within resurging service sectors, or to upskill them for employment in other in-demand sectors, with special emphasis on those occupations deemed "essential service" (e.g., staff of nursing homes, hospitals, home care settings, and food production facilities, logistics-distribution warehouse workers, childcare workers, public health and safety staff) in that they remained in operation during the span of the pandemic.

As part of the FY 2024 budget process, the Department advised that the ARPA grant funding has been refocused to support the following four distinct workforce development programs:

- The **Public Health Pathways Program** is a nationally recognized program in partnership with the University of Maryland Medical System that provides an education pathway to licensed practical nurses in addition to guaranteed employment with the University of Maryland St. Joseph Medical Center.
- The **Teacher Diversity Program** partners with the Education Foundation of Baltimore County Public Schools to provide scholarships to students in the final two years of an accredited teaching program within any Maryland HBCU, or who is a student in their final two years of a teaching program attending an accredited institution in Baltimore County and who is non-White.
- The **Workforce Expansion Program** partners with CCBC to provide free tuition to any resident seeking a workforce credential.
- The **Youth Corps Program** provides employment, training, and mentorship opportunities to County Youth. The Department advised that to date, \$30,000 of Youth Corps funding has been expended.

In addition, the Department previously advised that of the \$161 million supplemental appropriation of ARPA funds approved by the Council on June 1, 2021, \$25.0 million was a "placeholder" to address negative economic impacts experienced in the business, tourism,

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travel, hospitality, recreation, nonprofit, and personal/residential areas, in the form of grants or other support. (The Administration then had advised that the Office of Government Reform and Strategic Initiatives, with assistance from the Office of Budget and Finance, is responsible for leading the implementation of the ARPA recovery funding.)

As part of the FY 2024 budget process, the Department advised that its projects under the County ARPA grant now total over \$3.0 million, and projects planned for FY 2024 include:

- Tourism Arts and Culture Reboot (\$2.0 million)
- Operating Through Tough Times Grants (\$1.0 million)
- Agricultural Community Support Grants (\$200 thousand)
- Rent for Liberty American Job Center (\$113 thousand)

Good Jobs Challenge – Maryland Works for Wind (\$2.1 million)

The Good Jobs Challenge (GJC) is a component of the American Rescue Plan Act (ARPA) designed to help Americans recover from the economic impacts of the pandemic. The Maryland Department of Labor was awarded a GJC grant for its Maryland Works for Wind project, a statewide training initiative focused on the offshore wind industry (see #10, below). Bill 3-23, approved by the Council on February 21, 2023, provided \$2.1 million of grant funds to support the project and the County's efforts to recruit County residents into regional training programs and apprenticeships in the offshore wind field. The Department advised that it is working with CCBC as a first-tier skills trainer for the Maryland Works for Wind Initiative.

ARPA grant funds must be obligated by December 31, 2024 and fully expended by December 31, 2026. The Maryland Works for Wind funds must be fully expended by June 30, 2026.

The Department should be prepared to discuss the reasons for low expenditure levels to date, and its strategy for ensuring that ARPA funds are leveraged prior to the grant deadlines.

5. Youth Program

The proposed FY 2024 budget includes \$1.8 million for the Youth Program, a \$164,263, or 9.7%, increase over the FY 2023 appropriation. The Department advised that the purpose of

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the program is to provide alternative education, employment readiness, and job training services to County youth, ages 14 to 21, so they can attain their potential and be competitive in the labor market. The proposed FY 2024 budget also includes \$622,000 for other programs to serve County youth. The Department advised that the Summer Youth Employment Program employed nearly 400 youth in summer 2022 with a target of 450 in summer 2023.

The Department should be prepared to discuss its plans for County youth grant programs, and its plans in the event public demand exceeds program targets.

6. Economic Development Revolving Financing Fund (EDRFF) and other Financing Programs

The proposed FY 2024 budget includes \$690 thousand in Economic Development Financing funding, a decrease of \$10,540,583, or 93.9% from the FY 2023 budget, primarily due to a large multi-year commitment from a prior year ending in FY 2023. The Office of Budget and Finance estimates that the EDRFF's unassigned balance as of June 30, 2023 will total \$15.0 million and as of June 30, 2024 will total \$4.6 million (corrected from the \$0.9 million shown in Exhibit G of the Submitted Budget Message).

The Fund's program income is generated from the Department's BOOST Loan Fund and the EDRFF. The BOOST Fund can lend business owners \$50 thousand to \$250 thousand with a reduced down payment and interest rates set at or below current rates; loans have a maximum 20-year term and payment plans are customized to meet individual business needs. The County also offers businesses a variety of direct financing programs and tax credits to help grow businesses, encourage investment, and create jobs in the County (e.g., advanced technology loans, waterfront business improvement loans, commercial revitalization district tax credit).

The Department advised that interest in the various County loan programs remains strong, especially as revenues continue to rebound from the COVID-19 pandemic, and the rise in interest rates has made it a challenge for businesses to find loans from traditional lending sources. The Department further advised that six loans have been approved totaling \$2,775,000, and that it is waiting for three Maryland Department of Commerce projects to

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submit loan applications totaling \$886,000; one loan was in default within the last year with a balance of \$250,000.

The Department should be prepared to discuss:

- ***The County's economic development priorities, including efforts to attract businesses, and how Revolving Financing Fund activity and other financing programs will support those priorities in FY 2024; and***
- ***Its plans for encouraging investment in the County's commercial corridors.***

7. Tourism Program

The proposed FY 2024 Tourism Program budget totals \$1.8 million, an increase of \$320,120, or 21.2%, over the FY 2023 budget. Proposed spending and significant increases include:

- \$763,800, an increase of \$194,520, or 34.2%, in grants, subsidies, and contributions;
- \$374,209, an increase of \$76,600, or 25.5%, in contracts & services; and
- \$664,791, an increase of \$50,000, or 8.1%, in personnel.

Grant Funding

The proposed FY 2024 Tourism Grant budget totals \$680,800, an increase of \$192,920, or 39.5%, over FY 2023. The funds will provide grants to 19 organizations, as shown in Exhibit 3:

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Exhibit 3.

<u>Organization</u>	<u>FY 2023 Tourism Grant</u>	<u>FY 2024 Tourism Grant</u>	<u>Increase/ Decrease</u>
WTMD*	\$ -	\$ 225,000	\$ 225,000
Gordon Center for Performing Arts**	75,000	100,000	25,000
Patapsco Heritage Greenway, Inc.	60,000	70,000	10,000
Irvine Nature Center, Inc.**	60,000	65,000	5,000
Baltimore Classical Guitar Society	20,000	27,000	7,000
Micro Capital Grants	25,000	25,000	-
Fire Museum of Maryland	20,000	20,000	-
UMBC CAVDC	10,000	20,000	10,000
African-American Cultural Festival	10,000	20,000	10,000
Towson University Asian Art & Culture Center	15,000	17,000	2,000
Historical Society of Baltimore County	16,000	16,000	-
Glenn L. Martin Maryland Aviation Museum**	15,000	15,000	-
Natural History Society of MD**	10,000	15,000	5,000
Contemporary Arts, Inc.	10,000	14,000	4,000
UMBC Albert O. Kuhn Library	9,000	9,500	500
Towson Arts Collective	-	7,500	7,500
Towson University Community Art	5,000	6,500	1,500
Open Spaces	6,000	6,300	300
Property Insurance: Ballestone & Banneker	1,880	2,000	120
Baltimore Chamber Orchestra	10,000	-	(10,000)
Gouchers Art Gallery	10,000	-	(10,000)
National Aquarium (Endowment)**, ***	100,000	-	(100,000)
Total	\$ 487,880	\$ 680,800	\$ 192,920

* Includes \$150 thousand one-time lease support

** Additional funding (General Fund PAYGO Contributions) included in the Community Improvements capital project

*** 2nd year of 2-year commitment

Organizational Contributions (Program 5901) – Operating Grants to Arts and Cultural Organizations

The proposed FY 2024 budget for the Organization Contributions Program (5901) totals \$2.9 million, an increase of \$26,000, or 0.9%, over the FY 2023 budget, and provides grants totaling \$2.84 million to 33 organizations and \$34,500 for project grants (each less than \$7,500). 19 of the 33 organizations are receiving an increase in grant funding, ranging from \$1,000 to \$50,000 (see *Exhibit 4, page 13*). Additionally, the proposed FY 2024 capital budget (PAYGO Contributions in the Community Improvements project) includes \$450 thousand in funding to the National Aquarium (\$350 thousand) for a rainforest project and the Hippodrome (\$100 thousand) for renovations to the Performing Arts Center.

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Grant Recipients' Compliance with the County Code

Recipient organizations of arts, sciences, and cultural enrichment grants in excess of \$10,000 per fiscal year are required by Baltimore County Code, Section 10-1-108(b)(3) to submit 1) an annual audit prepared by a certified public accountant and 2) an affidavit signed by an authorized representative affirming that the recipient organization complied with the grant requirements and expended grant funds on prescribed activities and not on prohibited activities (e.g., lobbying) specified in the grant agreement.

The Department should be prepared to discuss its implementation strategy and initiatives, as well as provide an outline of its policies for ensuring that all required audits and affidavits have been obtained from grant recipients before awarding new grant funds.

Rebranding and Marketing Initiatives

During FY 2023, the Council approved an \$800,000 appropriation of ARPA funds for a contract to provide creative rebranding, including website development and other deliverables, for the "Enjoy Baltimore County" tourism initiative. The Department advised that the rebrand is currently underway, and the Department is targeting a brand launch and kickoff campaign in spring 2024. The Department further advised that the rebrand will focus on the County's recreational opportunities such as the County's parks, hiking, biking, etc., which will complement the FY 2023 ad buys that also focused on the County's natural attractions.

The Department should be prepared to discuss major tourism events planned for FY 2024, including the role of the rebrand in attracting new major events and tourism spending in the region.

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
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Exhibit 4

PART I: GENERAL FUND GRANT AWARDS GRANTS: LINE GRANTS (AWARDS>\$5,000)	FY 2023 Adopted Budget	FY 2024 Proposed Budget	FY23 FY24 Increase/ (Decrease)
BALTIMORE COUNTY-BASED ⁽¹⁾			
Camp Puh'tok	\$ 50,000	\$ 60,000	\$ 10,000
Maryland Public Broadcasting/MPT Foundation	45,000	50,000	5,000
WTMD (YPRC) ⁽³⁾	75,000	-	(75,000)
SUBTOTAL	170,000	110,000	(60,000)
Number of Grants	3	2	
BALTIMORE CITY-BASED			
American Visionary Arts Museum	50,000	100,000	50,000
Bach Concert Series	5,000	7,000	2,000
Baltimore & Ohio Railroad Museum	35,000	40,000	5,000
Baltimore Children's Museum dba Port Discovery	50,000	50,000	-
Baltimore Choral Arts Society	15,000	15,000	-
Baltimore Clayworks	10,000	15,000	5,000
Baltimore Concert Opera	5,000	10,000	5,000
Baltimore Museum of Art	330,000	325,000	(5,000)
Baltimore Museum of Industry	20,000	27,500	7,500
Baltimore Symphony Orchestra	450,000	450,000	-
Baltimore Theatre Project	5,000	4,000	(1,000)
Center Stage Associates	175,000	175,000	-
Chesapeake Shakespeare Company	15,000	15,000	-
Creative Alliance at the Patterson	30,000	35,000	5,000
Everyman Theatre	50,000	75,000	25,000
Handel Choir of Baltimore	8,000	9,000	1,000
Hippodrome Foundation, Inc.	65,000	65,000	-
Jewish Museum of Maryland	15,000	20,000	5,000
Make Studio Art	15,000	20,000	5,000
Maryland Academy of Sciences dba MD Science Center	125,000	120,000	(5,000)
Maryland Historical Society	30,000	35,000	5,000
Maryland Humanities Council dba Maryland Humanities	20,000	22,500	2,500
Maryland State Boychoir	10,000	20,000	10,000
Maryland Zoological Society dba Maryland Zoo	425,000	425,000	-
National Aquarium	200,000	200,000	-
Peale Center for Baltimore History & Architecture	10,000	15,000	5,000
Pride of Baltimore	25,000	25,000	-
Producers Club of Maryland ⁽²⁾	20,000	-	(20,000)
Reginald F. Lewis Museum ⁽²⁾	15,000	-	(15,000)
Shriver Hall Concert Series	15,000	20,000	5,000
Star Spangled Banner Flag House Museum ⁽²⁾	11,000	-	(11,000)
Walters Art Museum	330,000	325,000	(5,000)
Young Audiences of Maryland - Arts for Learning	40,000	40,000	-
SUBTOTAL	2,624,000	2,705,000	81,000
Number of Grants	33	30	
Howard or Harford County Based			
Ladew Topiary Gardens	20,000	25,000	5,000
No. of Line Grants	37	33	
PART II: PROJECT GRANTS (awards =< \$7,500)			
Total Grants (All grantees perform activities in Baltimore Co.)	34,500	34,500	-
GRAND TOTAL	\$ 2,848,500	\$ 2,874,500	\$ 26,000

Grant funding included in the Tourism Program (Department of Economic and Workforce Development Budget) for addtl grants.

Did not apply for a FY 2024 grant.

Grant moved to Tourism budget.

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8. Organizational Grants

The proposed FY 2024 budget for the Organization Contributions – General Grant Program (5902) totals \$3,862,000, including six economic development organizations (see Exhibit 5):

Exhibit 5

	FY 2023 Adopted Budget	FY 2024 Proposed Budget	FY23 FY24 Increase/ (Decrease)
Agency and Grant Description			
Office of Communications			
Five Year Capital Grant to CASA de Maryland (FY 19-23)	\$ 50,000	\$ -	\$ (50,000)
Fire Department			
Grant to Shock Trauma	50,000	100,000	50,000
Executive Office:			
Leadership Through Athletics	40,000	-	(40,000)
Regional Partnerships	200,000	200,000	-
Contingency Grant Funds	110,000	100,000	(10,000)
SUBTOTAL	350,000	300,000	(50,000)
Department of Planning			
Commercial Revitalization Grants	190,000	200,000	10,000
Community Revital. Public Service Grants - MD Food Bank	533,528	535,000	1,472
Community Revital. Public Service Grants - All Others	383,204	385,000	1,796
Housing Grants	300,000	300,000	-
Homeless Program Grants	814,102	900,000	85,898
Reisterstown Improvement Association Operating Grant	50,000	50,000	-
Community Action Agency Grants	149,501	150,000	499
Fair Housing Grants	100,000	100,000	-
SUBTOTAL	2,520,335	2,620,000	99,665
Police Department			
Community Crime Prevention Grants	60,000	60,000	-
Department of Health & Human Services			
Domestic Violence Grants (Marriage License Grants)	292,409	295,000	2,591
Legal Aid Bureau	80,000	80,000	-
SUBTOTAL	372,409	375,000	2,591
Department of Recreation and Parks			
Baltimore Area Special Hockey	21,465	22,000	535
Dept. of Economic and Workforce Development			
Baltimore County Chamber of Commerce	40,000	40,000	-
Greater Baltimore Committee	90,000	90,000	-
Regional Manufacturing Institute	10,000	10,000	-
Baltimore Collegetown Network	5,000	10,000	5,000
UMBC Tech Center (Incubator)	110,000	110,000	-
Towson University Global Incubator	125,000	125,000	-
SUBTOTAL	380,000	385,000	5,000
GRAND TOTAL	\$ 3,804,209	\$ 3,862,000	\$ 57,791

Source: Office of Budget and Finance

Note: The FY 2023 amounts presented in Exhibit 6 reflect the actual amount of the grant awards. The FY 2023 adopted total was \$3,864,209.

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ADDITIONAL TOPICS FOR DISCUSSION:

9. Business Assistance

According to the Department's website, its Small Business Action Team (SBAT) "is uniquely positioned to help prospective entrepreneurs start a business. SBAT offers new and existing businesses help with technical, financial, and marketing issues including strategic planning, business valuations, market analysis, research and planning business plan development, and loan package assistance. ***The Department should be prepared to discuss funds allocated to this effort, and how SBAT has helped in the attraction and retention of small businesses.***

10. Regional Development and Large Business Changes

Tradepoint Atlantic

The Department advised that the design phase of the port upgrade and infrastructure projects (PIDP) is underway and a portion of the paving has been completed. The Department further advised that TPA has become the geographical focal point on the east coast for significant long term Offshore Wind industry investment and projects, including companies US Wind and Ørsted; additional manufacturing investment in the industry is expected to take advantage of TPA's waterborne and rail access.

Diageo North America, Inc.

In response to the company's recent plans to lay off approximately 100 workers and shut down its plant in Relay, the Department advised that it will provide services, which include connections with Maryland Unemployment Insurance, Maryland Health Connection, and referral to one of the County's three American Job Centers or deployment of the County's mobile center.

The Department should be prepared to discuss: further development at the Tradepoint Atlantic location, including career pathway initiatives, development updates, job creation, and any new costs to the County anticipated during FY 2024; and its challenges and efforts in assisting displaced workers, including utilization of the two new mobile career centers.

BALTIMORE COUNTY
FISCAL YEAR 2024 BUDGET ANALYSIS

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

APPROPRIATION DETAIL					
		FY 2022 ACTUAL	FY 2023 APPROP	FY 2024 REQUEST	NET CHANGE
					AMOUNT %
<u>General Fund</u>					
5201	Economic Development	\$ 1,362,239	\$ 1,680,254	\$ 2,018,169	\$ 337,915 20.1%
8701	Workforce Development	69,513	258,350	374,108	115,758 44.8%
	General Fund Total	1,431,752	1,938,604	2,392,277	453,673 23.4%
<u>Special Fund</u>					
<u>Economic Development</u>					
037	Economic Development Financing	4,259,118	11,230,583	690,000	(10,540,583) -93.9%
GR-1090	Tradeport Atlantic Grant	23,013	-	-	- 0.0%
GR-1199	BOOST Program Income	16,010	81,500	160,000	78,500 96.3%
GR-1200	MSAC Emergency Grant	7,500	-	-	- 0.0%
GR-1201	Tourism Program	1,273,903	1,510,680	1,830,800	320,120 21.2%
GR-1215	Workforce Solutions to Address Homelessness	-	200,000 ^(B)	-	(200,000) -100.0%
GR-1339	State Relief Grant - Restaurants	(12,000)	-	-	- 0.0%
GR-1340	State Relief Grant - Hotels	(25,000)	-	-	- 0.0%
GR-1341	State Relief Grant - Online Sales & Telework	8,123	-	-	- 0.0%
GR-1381	State Relief Act Grant - Online Sales and Telework	681,230	-	-	- 0.0%
GR-1425	US Department of Commerce - Economic Development Administration Revolving Loan Fund	-	326,324 ^(B)	400,000	73,676 0.0%
GR-2013	Good Job Challenge - MD Works for Wind	-	2,062,500 ^(B)	-	(2,062,500) -100.0%
	Subtotal Special Fund Ec. Dev.	6,231,897	15,411,587	3,080,800	(12,330,787) -80.0%

Special FundWorkforce Development

GR-1110	Business Services	309,493	327,670	337,178	9,508	2.9%
GR-1111	Central Office	222,436	321,581	332,378	10,797	3.4%
GR-1112	DJS	8,579	50,000	52,000	2,000	4.0%
GR-1114	Youth Program	1,540,852	1,685,712	1,849,975	164,263	9.7%
GR-1221	Adult Program	278,540	500,000	500,000	-	0.0%
GR-1222	Career Centers	1,927,600	2,847,161	2,769,980	(77,181)	-2.7%
GR-1223	Dislocated Worker Program	61,551	500,000	500,000	-	0.0%
GR-1224	DSS Youth	25,046	110,000	110,000	-	0.0%
GR-1225	Opioid Recovery through Workforce Development	132,366	-	-	-	0.0%
GR-1353	MD Summer Youth Connections Federal	210,747	-	-	-	0.0%
GR-1354	MD Summer Youth Connections State	-	300,000	300,000	-	0.0%
GR-1356	National Dislocated Worker Grant	3,882	-	-	-	0.0%
GR-1357	Relief Act Workforce Development Grant	888,652	-	-	-	0.0%
GR-1358	Cities for Financial Empowerment Fund - Implementation	28,783	75,000	40,000	(35,000)	-46.7%
GR-1376	DORS Youth	23,416	160,000	160,000	-	0.0%
GR-1378	Baltimore Community Foundation	186,868	373,000	373,000	-	0.0%
GR-1384	American Rescue Plan ARPA Workforce	4,841,250	4,296,413 ^(B)	-	(4,296,413)	-100.0%
GR-2052	Blueprint Workforce Career Counseling	-	-	6,767,053	6,767,053	0.0%
	Subtotal Spec. Fund Work. Dev.	10,690,061	11,546,537	14,091,564	2,545,027	22.0%
	Special Fund Total	16,921,958 ^(A)	26,958,124	17,172,364	(9,785,760)	-36.3%
	Total All Funds	\$ 18,353,710	\$ 28,896,728	\$ 19,564,641	\$ (9,332,087)	-32.3%

^(A) Reflects audited expenditures \$8.1 million greater than the amount reflected in the Executive's budget documents.

^(B) Adjusted for four supplemental appropriations totaling \$6.9 million approved by Council.

BALTIMORE COUNTY
FISCAL YEAR 2024 BUDGET ANALYSIS

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

PERSONNEL DETAIL									
		FY 2022 ACTUAL		FY 2023 APPROP		FY 2024 REQUEST		NET CHANGE	
		FULL	PART	FULL	PART	FULL	PART	FULL	PART
<u>General Fund</u>									
5201	Economic Development	1	14	1	14	1	18	0	4
8701	Workforce Development	0	3	0	3	0	4	0	1
	General Fund Total	1	17	1	17	1	22	0	5
<u>Special Fund</u>									
<u>Economic Development</u>									
037	Economic Development Financing	0	0	0	0	0	0	0	0
GR-1090	Tradepoint Atlantic Grant	0	0	0	0	0	0	0	0
GR-1199	BOOST Program Income	0	0	0	1	0	1	0	0
GR-1200	MSAC Emergency Grant	0	0	0	0	0	0	0	0
GR-1201	Tourism Program	0	5	0	5	0	5	0	0
GR-1215	Workforce Solutions to Address Homelessness	0	0	0	0	0	0	0	0
GR-1339	State Relief Grant - Restaurants	0	0	0	0	0	0	0	0
GR-1340	State Relief Grant - Hotels	0	0	0	0	0	0	0	0
GR-1341	State Relief Grant - Online Sales & Telework	0	0	0	0	0	0	0	0
GR-1381	State Relief Act Grant - Online Sales and Telework	0	0	0	0	0	0	0	0
GR-1425	US Department of Commerce - Economic Development Administration Revolving Loan Fund	0	0	0	0	0	0	0	0
GR-2013	Good Job Challenge - MD Works for Wind	0	0	0	0	0	0	0	0

Special FundWorkforce Development

GR-1110	Business Services	0	3	0	3	0	3	0	0
GR-1111	Central Office	0	5	0	5	0	5	0	0
GR-1112	DJS	0	0	0	0	0	0	0	0
GR-1114	Youth Program	1	5	1	4	1	4	0	0
GR-1221	Adult Program	0	0	0	0	0	0	0	0
GR-1222	Career Centers	4	25	2	25	1	26	(1)	1
GR-1223	Dislocated Worker Program	0	0	0	0	0	0	0	0
GR-1224	DSS Youth	0	0	0	0	0	0	0	0
GR-1225	Opioid Recovery through Workforce Development	0	0	0	0	0	0	0	0
GR-1353	MD Summer Youth Connections Federal								
GR-1354	MD Summer Youth Connections State	0	0	0	0	0	0	0	0
GR-1356	National Dislocated Worker Grant	0	0	0	0	0	0	0	0
GR-1357	Relief Act Workforce Development Grant	0	0	0	0	0	0	0	0
GR-1358	Cities for Financial Empowerment Fund - Implementation	0	0	0	0	0	0	0	0
GR-1376	DORS Youth	0	0	0	0	0	0	0	0
GR-1378	Baltimore Community Foundation	0	0	0	0	0	0	0	0
GR-1384	American Rescue Plan ARPA Workforce	0	0	0	0	0	0		
GR-2052	Blueprint Workforce Career Counseling	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	Special Fund Total	<u>5</u>	<u>43</u>	<u>3</u>	<u>43</u>	<u>2</u>	<u>44</u>	<u>(1)</u>	<u>1</u>
	Total All Funds	<u><u>6</u></u>	<u><u>60</u></u>	<u><u>4</u></u>	<u><u>60</u></u>	<u><u>3</u></u>	<u><u>66</u></u>	<u><u>(1)</u></u>	<u><u>6</u></u>